



## What's the difference between Intrinsic Motivation and Extrinsic Rewards

### Description

A very common question in gamification is “What is the difference between Intrinsic and Extrinsic” when talking about rewards and motivation. Well..

- **Intrinsic motivation:** Personal/internal needs and reasons acting.
  - Relatedness, Autonomy, Mastery and Purpose are examples of this.
  - You don't play video games for the reward, you play because you enjoy them
  - You read for pleasure, not monetary reward.
  - You spend time with your family because you want to.
  - Learn because you want to improve and be better.
- **Extrinsic reward:** An external reward, such as money, that is used to encourage action.
  - Studying just to get a good grade, not the experience of learning.
  - Use a shop because they have a loyalty card.
  - Do your job just for the pay cheque.
  - Only exercise because you want to get the 10,000 steps badge.

### Category

1. Gamification

### Tags

1. extrinsic
2. extrinsic rewards
3. intrinsic
4. intrinsic motivation
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6. rewards

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